

	February 2017	January 2018	February 2019
Total Respondents	68	86	69
Respondents with customers in this county	14	14	11
Sales are primarily to			
Existing Customers	100%	100%	91%
New Customers	0%	0%	9%
Respondents extending credit to customers vs. those who do not			
Extend Credit	64%	93%	82%
Do Not Extend Credit	36%	7%	18%
Payment terms granted by those extending credit to customers in this country:			
0-30	33%	23%	56%
31-60	45%	23%	0%
61-90	11%	31%	44%
91+	11%	23%	0%
Average days beyond terms:			
	N/A	21.9	31.5
Payment methods used (multiple selections permitted):			
Wire Transfer	93%	100%	90%
EFT (seller initiated)	7%	8%	10%
EFT (buyer initiated)	0%	8%	30%
Check	7%	15%	10%
Credit Card	7%	46%	0%
Extended Payment Program or Progress Billing	7%	0%	0%
B.P.O. (Bank Payment Obligation)	7%	0%	0%
Letter of Credit	21%	15%	30%
Cash Against Documents	14%	8%	0%
Dated Draft	0%	0%	0%
*Other	0%	0%	20%

***OTHER**
February 2019

- Payment in advance required.
- Bank Guarantee and Insurance.

Payment Delays Are:	February 2017	January 2018	February 2019
Increasing	21%	8%	0%
Decreasing	0%	15%	22%
No Change	50%	69%	67%
No Payment Delays	29%	8%	11%

Causes of payment delays, open account:	February 2017	January 2018	February 2019
Billing Disputes	12%	25%	14%
Other Disputes	0%	8%	0%
Cash Flow Issues	12%	34%	43%

Causes of payment delays, open account:	February 2017	January 2018	February 2019
Inability to Pay	12%	0%	0%
Unwilling to Pay	28%	17%	0%
Customer Payment Policy	12%	0%	29%
Government Approval	0%	0%	0%
Regulatory Issues	0%	0%	0%
Foreign Exchange Rates	12%	0%	0%
Central Bank Issues	12%	8%	0%
Cultural Norms and Customs	0%	8%	14%
*Other	0%	0%	0%

PRS Political & Economic Risk Forecast (Updated 09/01/18)

18-month & 5-year political forecasts and probability for REGIMES most likely to hold power; risk ratings for TURMOIL (low to high), and RISK RATINGS (A+ least, D- most) for financial TRANSFER, direct INVESTMENT, and EXPORT to the country. If forecast has changed, the previous rating appears in parentheses. An asterisk (*) means a nonincumbent regime. Most recent economic data and forecasts include a previous five-year average, a one-year forecast or estimate, and a five-year forecast average. REAL GROWTH of GDP and INFLATION are expressed as percentages, and CURRENT ACCOUNT figures are in billions of US dollars.

Country Regimes and Probabilities	Turmoil	Transfer	Investment	Export		Real GDP Growth	Inflation	Current Account
Paraguay					2013-2017	6.1	3.8	0.08
Divided Government 60%	Moderate	B+	B+	B	2018	4.1	4.1	-0.45
Divided Government 60%	Moderate	B	B	B-	2019-2023	3.8	3.6	-0.20

Forecast provided by The PRS Group, Inc. [Click Here for More Information on the Political Risk Letter and other offerings.](#)

Advice when doing business in this country:

February 2019

- Have a local salesperson or agent to assist with collections.
- Strict credit limits and close monitoring of Receivables vs Credit Limit.
- Obtain a credit report and draft an enforceable term to be signed by the parties.
- Only accept prepayment.
- Review audited financial statement and income tax, credit line over \$100K with standby letter of credit.
- Difficult to collect. We require payment in advance.
- Watch the commodities price market and request guarantee. Financial information not reliable.
- Know who you are legal selling too, 5 C's of Credit. Know if Corp, LLC, Partnership.

January 2018

- Keep track of competitors in this market and the economy.
- Be sure to specify payment currency, be sure customer has access to USD, Euro, etc.
- Ask your local sales rep what they know about the customer.
- Make sure you fully know who you are selling to, 5 C's of Credit.

February 2017

- Know your customer and know the country's business environment.



February 2017

- We are having issues in this country with the banks not have a corresponding bank relationship with a US bank, therefore not able to transfer money. Be very careful doing business in this country.
- Again, we only have two customers in Paraguay, so it is not possible to make general assumptions about items someone needs to know to trade there.
- Be careful due to certain city Ciudad del Este and money laundering. Some importers are buying for customers to import and not the real customer. Know your customer.
- We only granted credit to old customers with long relationship with the company. New customers only cash in advance.
- We have only a small portion of business in the country and only offer wire transfer prior to shipment. Special fabricated orders payment with the order.